

# THE BEET SUGAR INDUSTRY

## Enormous Strides During 1899—Manager Thos. R. Cutler's Views—Dangers of Free Sugar Competition From Cuba and Porto Rico—The Beet Growers' Profits—Article by Supt. Geo. Austin of the Utah Sugar Co.—Outlook for 1900.

The enormous strides the beet sugar industry in Utah is making can be well illustrated by a brief statement. Utah probably consumes annually, from eighteen to twenty million pounds of granulated sugar. The cost of this to the people is over one million dollars, all of which has hitherto been sent out of the State. The year 1899 witnesses a production from our two sugar factories, which will almost supply the local demand. The Utah Sugar company will turn out over thirteen million pounds. The Ogden factory ten million, and that of the Ogden factory ten millions, which means that new markets will have to be sought outside the State. A great part of Montana has been supplied this year by the Utah Sugar company, and arrangements have already been made by which at least \$150,000 worth of sugar will be shipped there next year. Thus, in 1899, it is not too much to expect that not only will the million dollars hitherto sent away for sugar be kept at home, but an equal sum will be brought in for sugar sent to outside points. This, too, in addition to the side benefits bestowed upon the farmer, who secures a profitable cash market for a crop free from the fluctuations that attend the grain market, and upon the small army of labor employed in the factories. For the 1899 run the amount paid out to farmers for beets at the Lehi and Ogden factories will not fall below \$300,000, while the combined payrolls will approximate \$115,000.

### MR. CUTLER'S VIEWS.

Lehi, Utah, Dec. 18, 1899.

Your correspondent has interviewed Mr. T. R. Cutler to endeavor to obtain his views as to the present status of the beet sugar industry in the United States and from him gleaned the following information: The convention that was held in Omaha on the 15th of the present month he deems a very important one. The American Beet Sugar Producers' association was organized five years ago with only four or five beet sugar companies represented, during which time it has had to make

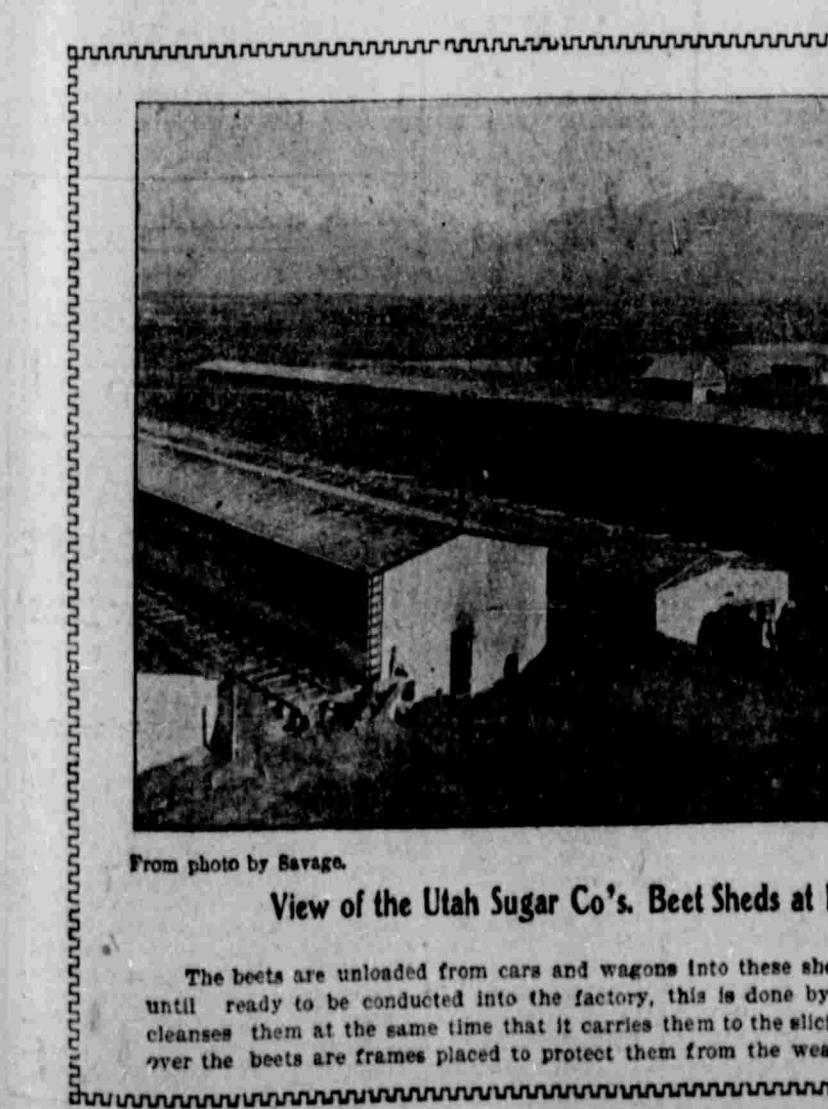
strong and earnest appeals both to the American people and to the government so that the industry might be encouraged, and it has helped the very sugar industry in such efforts to pave the way for the further extension of the business in the United States; but it is deemed opportune in view of the present conditions of the material resources of the country, and to embrace not only the beet sugar industry, but also those organized who's welfare is affected by the future course that shall be adopted by our great government, in framing its sentiment in regard to the annexation of the productive islands, particularly of Porto Rico and Cuba, the latter alone being capable of supplying the United States at least with all the sugar it consumes. It is true that through the process of the late war, the Cuban plantations have been almost ruined and it will take many years before an organization of the material resources of the island can be perfected so that it can regain its former prestige; nevertheless, the fact remains that its climate and resources are wonderful for the production of sugar, tobacco, etc. In view of this it is necessary that the sugar interests of the United States shall combine and present the unvarnished facts as they actually exist to the people of this country, so that they may understand thoroughly the dangers that beset us; if sugars and other products shall be thrown into this country duty free.

### THE SUGAR TRUST.

Perhaps one of the most dangerous enemies that the sugar interests will have to contend with in the near future is the great Trust, which is simply a reiner of foreign sugars. With its enormous capital and surplus it is able to scour the whole world for cheap sugars, the benefit to this country from which only occurs in the refining process at the rate of perhaps 50 cents per ton, whereas, the beet sugar industry gives employment to thousands, not only to agriculturists, but creates a demand for all kinds of machinery, tools, horses, harness and everything that is used in the industry; and when we realize that the United States is the greatest sugar consuming country of the world, we can see at a glance what this must mean. The consumption the present year will amount to perhaps 24 millions of tons of sugar, of which Hawaii and Louisiana will not make more than 1-10 leaving nearly 90 per cent of all the sugar that is used to be brought from foreign countries. In the past ten years the number of beet sugar factories in the United States have only grown to 31, which are enumerated as follows:

Name.	Location.	Daily Capacity, Tons Beets
Alameda Sugar Co.	Alvarado, Cal.	800
Western Beet Sugar Co.	Waterville, Cal.	1,000
China Valley Beet Sugar Co.	Chino, Cal.	1,000
Los Alamitos Sugar Co.	Los Alamitos, Cal.	700
California Beet Sugar & Refining Co.	Crockett, Cal.	1,200
Oregon Sugar Co.	La Grande, Ore.	350
Utah Sugar Co.	Lehi, Utah	250
Ogden Sugar Co.	Ogden, Utah	250
Eddy, New Mexico	Eddy, New Mexico	200
American Beet Sugar Co.	Grand Island, Neb.	350
American Beet Sugar Co.	Norfolk, Neb.	350
Michigan Sugar Co.	Bay City, Mich.	500
Minnesota Sugar Co.	St. Louis Park, Minn.	250
First New York Beet Sugar Co.	Rome, N. Y.	200
Binghamton Beet Sugar Co.	Binghamton, N. Y.	350
Speckles Sugar Co.	Salinas, Cal.	2,000
American Beet Sugar Co.	Oxnard, Cal.	500
Illinois Sugar Refining Co.	Santa Maria, Cal.	700
Colorado Sugar Manufacturing Co.	Pekin, Ill.	700
Standard Beet Sugar Co.	Grand Junction, Colo.	350
Bay City Sugar Co.	Ames, Neb.	250
Detroit Sugar Co.	Bay City, Mich.	500
Wolverine Sugar Co.	Benton Harbor, Mich.	350
Peninsular Sugar Refining Co.	Calro, Mich.	600
West Bay City Sugar Co.	West Bay City, Mich.	500
Alma Sugar Co.	Holland, Mich.	350
Hellam Sugar Co.	Holland, Mich.	350
Kalamazoo Sugar Co.	Kalamazoo, Mich.	500
D. C. Corbin.	Waverly, Wash.	350

Mr. Cutler has been visiting in Michigan where eight new factories are in operation the present season, and he says quite a number more are projected, though the high price of material may have something to do with their erection in 1900. He further said to your correspondent that many of the new factories were a little disappointed in their operations this year partly on account of the lack of experience on the part of the farmer, and partly because



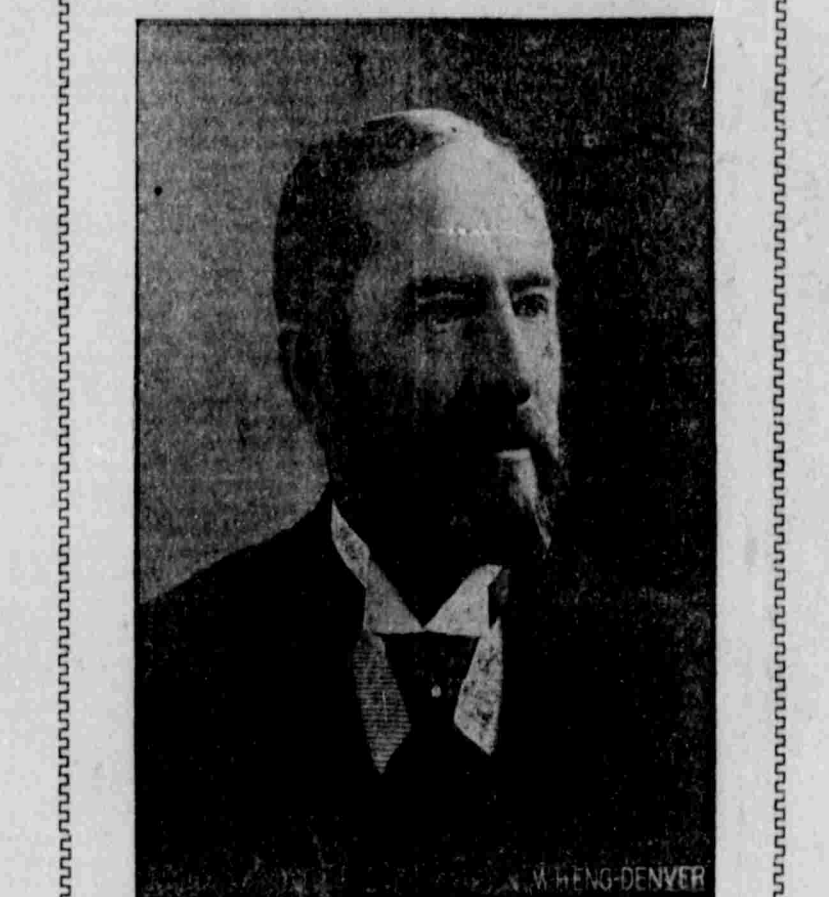
View of the Utah Sugar Co's Beet Sheds at Lehi, Utah.

## PROFITS IN BEETS.

### The Year 1899 Has Been a Great One for Farmers as Well as Factory.

The year just about to close has been a very favorable one in Utah for the sugar beet industry. Nine years ago it was not known whether or not sugar beets could be grown successfully in this high altitude. Many predictions were made both for and against the industry. In the face of all this a company was formed that had the nerve to build and equip the most modern beet sugar factory in the world, and the results that have been attained both in the growing of the beets and manufacturing the same into sugar are very gratifying.

Last spring the Utah Sugar Company contracted in Utah and Salt Lake



THOMAS R. CUTLER, General Manager of the Utah Sugar Company.

Thomas R. Cutler, the man to whose ability and energy so much of the success of the Utah Sugar Co. is due, is an Englishman by birth, having been born in Sheffield, Yorkshire, in 1844. He arrived in Salt Lake Valley in 1864, and for some time worked in the canyons and at farming for a livelihood. He moved to Lehi in the later sixties and became clerk in the store of Thomas and William Taylor. He organized the Co-op. store at Lehi, and under his management it became one of the leading mercantile institutions of Utah County. He held his position till the organization of the Utah Sugar company, and having taken a prominent part in inducing that company to locate its factory in Lehi, he was chosen manager of its affairs, a position which he has ever since occupied.

The present is the ninth campaign of the Utah Sugar company under Mr. Cutler's management, the first run having been made in 1891. He has had the gratification of seeing the output of the factory increase from 1,112,800 pounds in that year to over 13,000,000 pounds in the year just closing.

ready four cars have been received. The foundations and piers on the outside have been put in as far as practicable. The brick work and foundations for the new lime kiln will be finished by Christmas and it is his intention to continue work just as fast as possible after the factory has closed its sugar operations, which will be about the 20th of January next, as he realizes that the company will have all that it can do to prepare for the immense crop that it hopes to have next season. Contracts are rapidly being made for beets and with the early snow falls which pack the snow in the mountains the farmers feel quite encouraged and have increased their acreage. He considers that the season that is drawing to a close a most remarkable one for the Utah Sugar company, because of its long run and the starting of its plant at Springville. The tonnage out there each day has averaged more than 400. On the 14th of the present month the Lehi factory cut 525 tons of beets, with a corresponding turn out of sugar. Because of the sugar war in the East between the trust and private refiners, sugar has been sold all the season at not less than 40 cents per sack lower than last year. When this remarkable war of sugar giants will cease no man knoweth, but if it should in the

counties for 4,000 acres to be planted in sugar beets, from this acreage 52,625 tons of beets were delivered to the company, or an average yield per acre of twelve tons. This must be considered a very profitable crop at \$4.50 per ton or \$54. per acre. Allowing \$35 per acre for seed and planting, cultivating and weeding, we still have a profit of \$19 per acre, or a crop on 4,000 acres that will pay \$154,000 for seed and labor and leave a profit of \$83,000.

The question is often asked how many beets are left on the hands of the farmers. We are very happy to say that the farmers are not overburdened with the output of the 4,000 this season. The farmers are giving this crop a great deal of attention and study, hence the good results. Our contract calls for 14 per cent sugar with a coefficient of 80 per cent purity up until November 1st, then all beets showing an average polarization of 12 per cent sugar and 80 per cent purity are taken at a slight reduction in price; there was not, however, to exceed 200 tons this season but what brought the full price.

To obtain a good tonnage together with a high per cent of sugar, great care should be exercised in selecting land and in well adapted to this crop. All land that is going to be planted into beets should be well plowed (10 to 12 inches deep), the previous fall, and should this be neglected, deep plowing must be done in the spring; the latter method is very objectionable as a soil is brought to the surface that has not been mellowed by the action of the winter frost and snow, and often a poor crop of beets is the result, hence a poor quality of beets and light tonnage in the fall. Again manure should be used sparingly, 8 to 10 loads of well rotted manure per acre may safely be used, but should be plowed under in the fall. The farmer cannot afford to slight his work when preparing a seed bed; the nearer perfect this is done the better the stand of beets—and the cheaper the thinning and cultivating can be done later on. It is very necessary to select land that will return sufficient moisture during July and August to keep the crop growing. Should the beets wither and dry up during these two months or at any time before the crop is far enough advanced to ripen, a poor quality will usually be the result. Also irrigation during the ripening season, which is generally in the locality from September 1st to October 10th, is very detrimental as it causes a second growth at the expense of the sugar. It generally requires from 20 to 40 days after the last watering before the crop will be harvested. It may be well here to say that this company is indeed satisfied with the way the farmers are taking care and handling the crop, generally speaking. It is also very gratifying to know that we have improved the beets in quality as well as making a good showing in tonnage every year; last spring, however, no other factory in this country with the same capacity has ever made such a showing both for tonnage and sugar as this one has this season, and a great deal of the credit is due the farmers

for the intelligent way they have handled the beet crop.

The interest of the farmers and the Sugar Company are identical and it is necessary that they work together as nearly as possible to attain the highest degree of success.

There is another important factor connected with this industry, viz: the growth of beet seed. This is the only company in the United States that is making any headway whatever in this line, and by feeling our way along very carefully we are producing a very fine quality of seed, which gives a very good tonnage of beets with a high per cent of sugar and purity.

Mother beets are selected in the fall and stored away until spring, then each acre of seed is a clinical test; if its quality is not up to the highest standard both in sugar and purity, it is then rejected and not planted. Five years ago we produced about two hundred pounds, this year we produced seventy thousand pounds, or about one-third of what is necessary to plant the ten thousand acres that we expect to contract for between now and the 10th of next month, and I hope in the future we will produce all the seed that we need for this crop.

I hope the season of 1900 will prove to be as favorable a year for the beet sugar industry and all other business as the one that is just going out; we shall then have no cause for complaint.

GEORGE AUSTIN, Agricultural Supt. Utah Sugar Co.

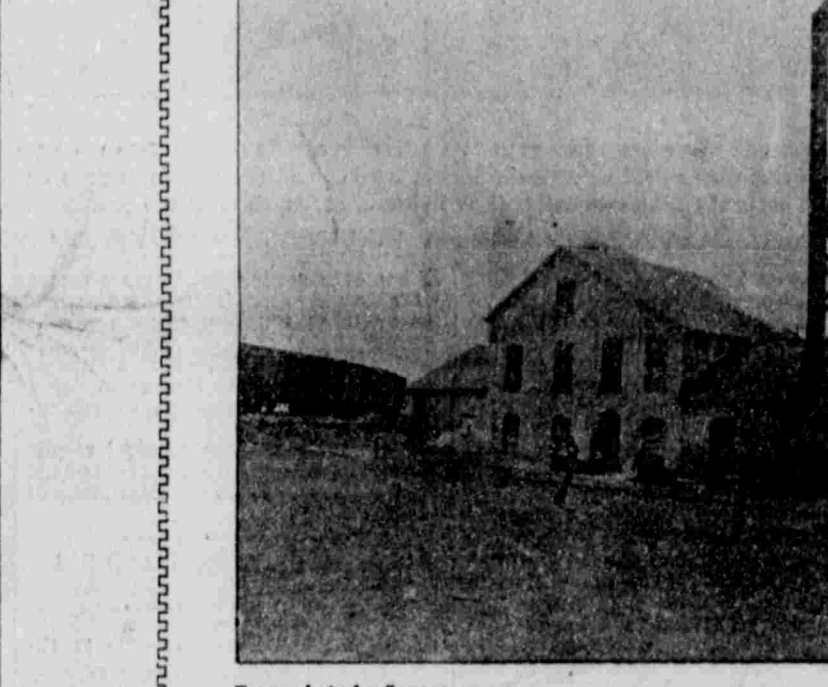
## SANPETE AND SEVIER.

### Their Farmers are Ready to Enter Extensively Into the Beet Sugar Industry.

A. Farmers financial and commercial conditions in general.

If you travel through our southern valleys and scan the appearance of our towns and villages, you discover a great deal of difference in quality and costliness of homes and their surroundings, in architecture, gardening, appliances, of modern improvements and conveniences, etc.; in all, you see the many grades from poor to rich. If you inquire who lives in this fine house? Is it a farmer? No. And next you come to a log or adobe house. You ask: Does here reside a farmer? Yes. And in eight cases out of ten you find the farmer in the latter condition.

Without entering into a long argument of what might be the cause of such differences in financial conditions, or how to remedy the condition



Auxilliary Factory of the Utah Sugar Co., at Springville, Utah.

The beet juice obtained from this plant is pumped to the sugar refinery at Lehi, a distance of 22 miles, through underground pipes. It is the only plant in the United States where the juice is thus handled.

## YEAR'S BUSINESS ON THE STOCK EXCHANGE.

1898.

The Salt Lake Stock and Mining Exchange has now been in business nearly four years and during that period the business done on its floor has reached immense proportions. In 1897, the total number of shares sold on the exchange was 692,170, aggregating \$193,645.77. Last year \$2,964,479-shares were sold, bringing \$1,206,099.49 and it was generally believed that 1899 would do more than hold its own. But January opened up with a 1893, and shares sold for \$964,788.04, and February followed with 2,899,398 shares sold, bringing \$750,823.34. The gain continued on through the spring and summer, and was presented by the secretary being for July, August and September, the showing being as follows:

	Shares.	Value.
July, 1899.....	746,490	\$559,273.51
July, 1898.....	82,555	\$1,249.43
Increase.....	663,935	\$558,023.99
August, 1899.....	804,655	\$281,175.19
August, 1898.....	45,575	\$218.98
Increase.....	759,080	\$280,956.21
September, 1899.....	892,075	\$311,125.45
September, 1898.....	160,200	\$3,537.96

Increase.....	731,875	\$307,588.49
Third quarter, 1899.....	2,442,190	\$921,680.70
Third quarter, 1898.....	245,340	\$8,987.97

During October, November and December, up to date, the business has generally shown an increase, although the gain has been less marked than during the earlier months. Just now there is a feeling of uneasiness, and the business fluctuates from day to day, amounting sometimes to \$40,000, and then dropping off to \$3,000, but averaging well.

During the last winter, when the spirit of speculation ran high, prices were sent up to an altitude that could not be sustained, and in consequence of this there was a general decline in prices among nearly all stocks except dividend payers. The shares are now down to their actual value and if many cases have been forced much lower than prices they stand on reasonably.

Summarizing this year's business, it may be said that it shows a net gain over 1898 of approximately 160 per cent, the increase obtaining in volume of business represented by the cash value of the stocks dealt in as well as the number of shares.

The following quotations on December 31, 1899, and December 1, 1898, will show the difference in the market a year ago and now:

Stocks.	Bid.	Asked.	Stocks.	Bid.	Asked.
Ajax.....	63	65	Sunbeam.....	95	11
Alice M.....	75	1 05	Sunshine.....	51	51
Anchor.....	25	40	Star Con.....	29	30
Bullion-Beck.....	4 25	5 25	Swansea.....	85	1 25
Centennial-Eureka.....	35	40	Swansea.....	3 74 1/2	3 65
Chloride Point.....	1 15	1 17 1/2	South Swansea.....	1 22 1/2	1 25
Daily.....	1 00	1 07 1/2	Utah.....	84	1 00
Daly-West.....	4 00	5 25	Bullion-Beck Tunnel.....	7 1/2	8
Daiton and Lark.....	5 1/2	10	Buckeye.....	61 1/2	5 1/2
Dexter.....	3 00	3 05	Camp Floyd.....	2 1/2	3
Eagle.....	3 1/2	3 15	Columbia.....	20	24
Four Aces.....	30 1/2	31	Comstock.....	1 1/2	2 1/2
Geyer-Marion.....	6 1/2	6 1/2	Daiton.....	1 1/2	2 1/2
Golden Gate Ex.....	5	10	Eagle and Blue Bell.....	1 67 1/2	1 75
Grand Central.....	7 92 1/2	8 20	Emerald.....	15	25
Hercules.....	2 1/2	2 1/2	Golden Eagle.....	7 1/2	7 1/2
Horn Silver.....	1 15	1 30	Hercules.....	2 1/2	2 1/2
Lower Mammoth.....	75	77 1/2	Homestake.....	2 1/2	2 1/2
Malvern.....	2 00	2 25	Joe Bowers.....	2 1/2	2 1/2
Mammoth.....	2 00	2 25	La Reine.....	10	10
May Day.....	7 50	7 65	Little Pittsburg.....	5 1/2	5 1/2
Northern Light.....	45 1/2	46 1/2	Rabbit's Foot.....	7 1/2	7 1/2
Ontario.....	6 75	7 15	Richmond.....	6	6 1/2
Sacramento.....	55 1/2	56 1/2	Utah.....	70	70
			Valeo.....	1 17 1/2	1 20
			West Mt. Placer.....	85	1 05

1899.

Stocks.	Bid.	Asked.	Stocks.	Bid.	Asked.
Antler.....	1 1/2	1 1/2	Albion.....	70	
Ben Butler.....	2 1/2	2 1/2	Alice.....	32 1/2	
Bunker Hill.....	4 1/2	4 1/2	Bullion-Beck.....	3 25	
Blue Bird Ex.....	1 1/2	1 1/2	Chloride Point.....	1 75	20
Blue Bird.....	1 1/2	1 1/2	Daily.....	1 15	1 70
Boston De La Mar.....	1 1/2	1 1/2	Daly-West.....	4 00	12 1/2
Buckeye.....	2 1/2	2 1/2	Daiton and Lark.....	5 1/2	6
Centra Mammoth.....	1	1	Dexter.....	2 83 1/2	2 87
Chloride Point.....	1 75	1 75	Four Aces.....	30 1/2	30
Prisco.....	10	10	Geyer-Marion.....	6 1/2	1 43
Gipsy Blair.....	6	6	Golden Gate Ex.....	5	6
Golden Eagle.....	5 1/2	5 1/2	Grand Central.....	7 92 1/2	5 85
Hercules.....	2 1/2	2 1/2	Horn Silver.....	1 15	1 50
Homestake.....	2 1/2	2 1/2	Ingot.....	11	11
International.....	2	2	Joe Bowers.....	2 1/2	15
Joe Bowers.....	17 1/2	17 1/2	La Reine.....	2 85	2 87
Joe Bowers Ex.....	6 1/2	6 1/2	Mammoth.....	2 85	2 87
Kremlin.....	10	10	Mercer.....	6 50	6 82 1/2
La Reine.....	10	10	Northern Light.....	109	109
Little Chief.....	2 1/2	3 1/2	Omaha.....	70	70
Little Pittsburg.....	5 1/2	6 1/2	Ontario.....	6 00	9 00
Manhattan.....	1 1/2	1 1/2	Petro.....	33 1/2	35 1/2
Martha Washington.....	2 1/2	2 1/2	Sacramento.....	55 1/2	62 1/2
May Day.....	7 50	63	Silver Cloud.....	1 1/2	31
Midnight Bowers.....	1	1	Star Consolidated.....	2 1/2	23
North Swansea.....	1 1/2	2	Swansea.....	3 90	4 08
Orient.....	1	1	South Swansea.....	1 27 1/2	1 29
Rabbit's Foot.....	8	10	Shiners.....	36	36
Richmond Anaconda.....	5 1/2	60	Utah.....	70	1 00
Richmond.....	2 1/2	2 1/2	Valeo.....	70	80
Silver Cloud.....	1 1/2	1 1/2			
Tetro.....	7	12			
West Mountain Placer.....	30	30			
Yace Consolidated.....	1 1/2	1 1/2			
Ajax.....	60	1 00			